Supplier structure and product groups at a glance –

11th BME CEE Procurement and Supply Forum 2025

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Supplier Snapshot

- **249 suppliers** across **18 countries**
- **Core sectors:** Metal Working (66.3%), ICT/Industry 4.0/Engineering (41.4%), Plastics/Electronics (37.3%) – reflecting a strong industrial and technological foundation.
- **Supportive and niche sectors**: Other Services (52.6%), Complementary Goods (19.7%), Packaging/Chemicals/Textiles (14.5%) – providing essential infrastructure and specialized capabilities.
- **Turnover:** The majority of entities (45.18%) fall within the €5–50 million turnover range, suggesting a strong presence of mid-sized companies.
- **Export share:** Out of 202 total responses, the largest share (23.77%) falls in the 90–100% export range, indicating that many entities are highly export-oriented.
- **Certificates:** Total of 481 certificates, averaging **1.93 certificates per supplier** – a clear indicator of quality and compliance.

Sector Distribution Overview*
(Total: 249)

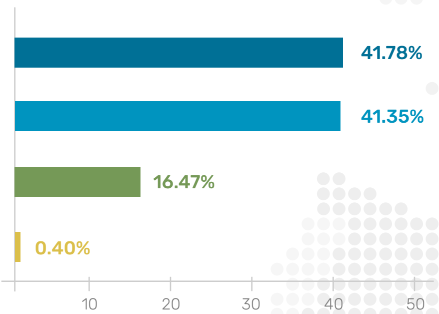
Key Sectors

	Number % of Total	Summary
Metal Working	**165** (66.3%)	Core industrial sector with strong demand for mechanical components.
Plastics / Electronics	**93** (37.3%)	Innovative segment driving modern manufacturing.
ICT, Industry 4.0, Engineering	**103** (41.4%)	Future-oriented, emphasizing automation and smart technologies.
Other Services	**131** (52.6%)	Diverse services like printing, laser cutting, and tool construction, along with finishing options like anodizing, coating, and surface treatment.
Complementary Goods	**49** (19.7%)	Components like bearings, bolts, O-rings, rubber parts, screws, nuts, and springs – serve as essential complementary goods.
Packaging, Chemicals, Textiles	**36** (14.5%)	Specialized suppliers for production and logistics needs.

*Multiple selections possible, percentages rounded.

Regional Breakdown Countries

Region	Total Number	Total Percent (%)
Southeastern Europe	104	41.78%
Central Europe	103	41.35%
Baltic States	41	16.47%
Eastern Europe	1	0.40%



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central eastern europe

Turnover Distribution Summary

Turnover Range (€)	Count	Percentage
< 500,000	24	9.64%
500,000 – 1 Million	16	6.43%
1 – 2.5 Million	41	16.26%
2.5 – 5 Million	32	12.85%
5 – 50 Million	112	45.18%
50 – 100 Million	16	6.43%
100 – 500 Million	7	2.81%
500 – 1,000 Million	1	0.40%
Total	**249**	**100%**

Key Observations

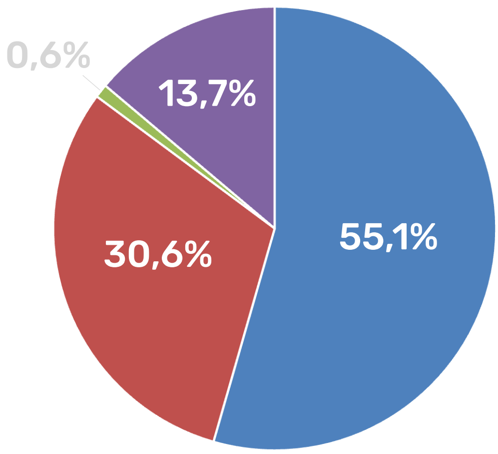
- **Dominant Segment:** The majority of entities (45.18%) fall in the €5–50 million turnover range, suggesting a strong presence of mid-sized companies.
- **Small Enterprises:** About 16% have turnover below €1 million, indicating a modest representation of small businesses.
- **Balanced Middle:** The €1–5 million range accounts for nearly 29% of the total, reflecting a healthy middle tier.

Export Share Distribution Summary

Export Share Range	Responses	% of Total
10-20%	25	12.37%
20-30%	12	5.94%
30-40%	19	9.41%
40-50%	14	6.93%
50-60%	24	11.88%
60-70%	13	6.43%
70-80%	25	12.38%
80-90%	22	10.89%
90-100%	48	23.77%

Key Observations

Out of 202 total responses, the largest share (23.77%) falls in the 90–100% export range, indicating many entities are highly export-oriented. Mid-range export levels (20–50%) show lower representation, suggesting fewer companies operate with moderate export shares.



Supplier Certifications Overview

Main Certification Categories - Total Certificates Issued: 481

- Quality Management - 265 certificates
  - Dominated by **ISO 9001** with 203 certificates (77% of QM category)
  - Other notable standards: **ISO/IATF 16949** (37), **ISO 13485** (11), **ISO/TS 22163** (4)
- Environment / Energy – 147 certificates
  - **ISO 14001** leads with 125 certificates (85% of this category)
  - **ISO 50001** contributes 22 certificates
- Compliance / Corruption / Cyber – 3 certificates
  - All under **ISO 37001**
- Other – 66 certificates
  - Mostly **ISO 45001** (53 certificates)
  - Includes legacy **OHSAS 18001** (12) and **ISO 22000** (1)